

NIA's 2022 Fall Summit
Wednesday, November 2, 2022 | 8:00 a.m. – 9:30 a.m. ET
Salon B

Distributor/Fabricator Committee Meeting Agenda

1. Anti-Trust Policy Review, Roll Call, and Introductions
2. Approval of 2022 Convention Meeting Minutes
3. Update on NIA Programs and Improvements
 - NIA's new association management system (AMS) with a user-friendly portal for member access
 - NIA's Education Center (www.niaeducationcenter.org)
 - The Foundation for Mechanical Insulation Education, Training, and Industry Advancement—now a separate 501(c)(3) tax-exempt organization, managed by NIA
4. *Insulation Outlook* Magazine: Content by members, for engineers
 - Suggest a topic or volunteer to be interviewed at editor@insulation.org.
 - Sign up for your 2023 digital and print marketing plans with NIA by November 15, 2022 to avoid the 2023 price increase. The 2023 media kit and editorial calendar are available. Email ads@insulation.org to personalize your marketing program for 2023.
5. Committee Purposes/Objectives/Actions Items

DISTRIBUTOR/FABRICATOR COMMITTEE

Chairman: Matthew Calmeyn, Fabrication Specialties, Inc.

Vice Chairman: Josh Murphy, Distributors International

Purpose: To promote the value of the distributor/fabricator to the mechanical insulation industry, help grow the industry, and provide ongoing education and training to the distributor/fabricator members.

Key Objectives:

- Partner with the manufacturers, contractors, and others to strengthen the use of distribution/fabrication for the sale of mechanical insulation products and services.
- Research the latest distribution technology, sales, and business methods and disseminate that information to the mechanical insulation industry.
- Target and attract new distributor/fabricator members.
- Incorporate the NIA Strategic Plan into the committee's activities.
- Educate Distributor/Fabricator members about the safety best practices.

Actions:

1. Submit articles to *NIA News* concerning the issues of the insulation industry.
 2. Motivate non-members to join the NIA either at a tradeshow or by inviting them to a Distributor/Fabricator Committee meeting.
 3. Expand the area of the NIA website dedicated to the Distributors.
 4. Schedule a guest speaker for the next committee meeting to speak on a generic topic related to Distribution or Fabrication.
 5. Market the Distributor/Fabricator Safety Handbook.
6. Discussion of speaker topics and projects for future meetings
7. Upcoming Events:

November 30–December 1, 2022

[NIA's Understanding Mechanical Insulation \(virtual\)](#)

Registration Deadline: November 14, 2022

November 30–December 1, 2022, and December 7–8, 2022

[NIA's Thermal Insulation Inspector Certification \(virtual\)](#)

Registration Deadline: November 14, 2022

December 5–6, 2022

[NIA's Insulation Energy Appraisal Program \(virtual\)](#)

Registration Deadline: November 14, 2022

March 15–17, 2023

[NIA's 67th Annual Convention](#)

Hyatt Regency Maui Resort & Spa, Maui, Hawaii

Hotel Reservation Deadline: February 8, 2023

Early-Bird Registration Deadline: February 13, 2023

8. Group Picture
9. **Speaker for Associates & Distributor/Fabricator Session**
What Does the Future of Transportation Look Like?

Transportation trends have significantly impacted the insulation industry, so what does the future of transportation look like? Alex Leslie will provide an overview on some of the current logistics and distribution challenges, including labor shortages and retention, supply chain disruption, fuel surcharges, and more. Alex will share solutions to these challenges and discuss how digitization of logistics companies may impact your business in the future.

Speaker:

Alex Leslie, Research Associate, American Transportation Research Institute

10. Adjourn

Distributor/Fabricator Committee **Voting Member Companies**

- 4-State Supply
- Adrian Scott Industries, Inc.
- Allied Insulation Supply
- American Mechanical Insulation Sales, Inc.
- Atlantech Distribution, Inc.
- Bay Insulation Supply, Inc.
- Bradco Supply Company
- Bunting Equipment Company
- Chase Manufacturing, Inc. dba Thermal Pipe Shields
- Corick Valve Covers, Inc.
- Coverflex Manufacturing, Inc.
- Distribution International, Inc.
- Eagle Insulation Distribution
- Extol of Ohio, Inc.
- Fabrication Specialties, Inc.
- FGH Fabricators, Inc.
- Firwin Corp.
- Fit Tight Covers
- General Insulation Company, Inc.
- GFI Solutions, Inc.
- GIS, Inc.
- Homans Associates, LLC
- Industrial & Commercial Insulation, Inc.
- Insulation Components, Inc.
- Insulation Materials Corporation
- Insul-Therm International, Inc.
- LTK Insulation Technologies
- Mathias Metal Systems, LLC/Tru-Fit Products, LLC
- MC&I, Inc. - RIDGLOK®
- McCormick Insulation Supply, Inc.
- NDT Seals, Inc.
- Newcon Caribbean, Inc.
- Orange County Thermal Industries, Inc.
- PMC Canada Ltd.
- PTF Insulation Fabricators
- QUSA Thermal, Inc.
- Shannon Global Energy Solutions, Inc.
- Shelter Materials and Systems
- Shield Industrial
- Shook & Fletcher Insulation Co.
- Sioux City Insulation & Supply
- Specialty Products & Insulation
- Tani Division, B.D. Schiffler, Inc.
- Thermal Energy Products, Inc.
- Tregoning Industries, Inc.

NIA's 66th Annual Convention
Wednesday, March 30, 2022 | 9:45 – 11:30 a.m. ET
Verbena/Periwinkle

Distributors/Fabricators Committee Meeting Minutes

Attendees:

- Chair: Matt Calmeyn, Fabrication Specialties, Inc.
- Vice Chair: Josh Murphy, Distribution International
- Erin Penberthy, NIA staff
- Erin Roberts, Ernst & Young LLP, Speaker
- Jon Ambuehl, CertainTeed
- Mellanie Askew, Coverflex
- Brian Blazek, SPI
- William Brannan, Distribution International
- John Brooks, Distribution International
- Richard Cleminson, SPI
- Mick Clinger, General
- Kenny Cole, Insul-Therm Intl.
- Mark Colettea, Homans Associates
- Erica Collins, Textiles Coated Intl.
- Caroline Copeland, Distribution International
- Stephen Corr, Top Build
- Brandon Dambach, Shook & Fletcher
- Melissa Damesworth, MMS/TFP
- Mike Feehery, SPI
- Dave Fischer, Distribution International
- Alisa Gragg, Orange County Thermal
- Mark Horvat, Distribution International
- Russ Huff, Bay Insulation
- Ernie Iulianetti, SPI
- Joan Kernan, Distribution International
- Cooper Killion, Shook & Fletcher
- Keith Klein, Ideal Tape
- Josh Klemmensen, Bay Insulation
- Bob Lee, SPI
- Chance Mercure, SPI
- Joe Mlachak, Fit Tight Covers
- Josh Murphy, Distribution International
- Marc Napolitano, Insulation Materials Corporation

- David O'Brien, Homans Associates
- Megan Orune, Distribution International
- Jon Perry, SPI
- Dianne Price, Price Manufacturing Corp.
- Tina Sanchez, Coverflex
- Sandy Shattles, Armacell
- Ron Stewart, Atlantech Dist.
- Robert Thompson, 4 State Supply
- Gerry Towle, General Insulation
- Joey Viselli, Distribution International
- Billy Weatherspoon, MMS/TFP

Minutes:

1. Anti-Trust Policy Review, Roll Call, and Introductions
2. Approval of 2021 Convention Meeting Minutes
The committee voted to approve the Minutes.
3. Download the Convention App to Access the Agenda
4. Nominations and Elections
The committee thank Melanie Askew for her service as Vice Chair. Nominations and elections were held and the committee voted in Chair Matt Calmeyn of Fabrication Specialties, Inc. and Vice Chair Josh Murphy of Distribution International.
5. Update on NIA Programs and Resources
Erin Penberthy updated the committee on the following:
 - Mechanical Insulation Basics: Available at www.insulation.org/basics
 - New NIA's Understanding the Submittal Process Course
 - For the latest updates, follow NIA on LinkedIn and all social media
 - www.linkedin.com/company/NIAinfo
 - www.twitter.com/InsulationInfo
 - www.twitter.com/NIAInfo
 - www.facebook.com/NIAinfo
6. "I am NIA" Social Media Membership Campaign Volunteers Needed
Erin Penberthy updated the committee on the new campaign and asked for volunteers.
 - Want to star in our next video? You can! We want to know why your company is a member of NIA and where you find value. We



know each company is different and we are looking to find out what NIA does that is helpful and share that with others.

- o Click here for sample videos and our tips & tricks:
www.insulation.org/membership/iamna
- o Directions: Use your cell phone to record a short video of yourself. Include the following 3 sentences:

“I am (Name) of (Company Name), and we provide (service/product) in (location). I value (one sentence on your favorite benefit or aspect of NIA). That’s why I am NIA.”

7. *Insulation Outlook* Magazine: Members’ Forum to Speak to Engineers
Erin Penberthy shared the new NIA media kit with the committee and discussed how they could participate in articles or by advertising.

- Visit www.insulation.org/io/authors for the 2022 editorial calendar or to participate in an upcoming Q&A. Email ads@insulation.org to personalize your marketing program for 2022.

8. Speaker: Erin Roberts, Partner and Global Engineering & Construction Leader, Ernst & Young LLP

Topic: What’s Coming Next? Economic Forecast and Global Supply Chain Challenges

With continuing supply chain disruptions and evolving economic forecasts, how do you prepare for what is next? During this session, Erin Roberts from Ernst & Young provided an updated 2022 economic outlook and the latest on supply chain challenges and materials and labor shortages. He also shared how they all are being impacted by inflation. The session was extremely popular and the group had a long Q&A period. The majority of the meeting was spent hearing about and discussing this topic.

9. Speaker topics and ideas for the Fall Summit
Erin will look into ideas for the committee’s next meeting.

10. Upcoming Events:

May 10–11, 2022

NIA’s Understanding Mechanical Insulation (virtual)

Registration Deadline: April 27, 2022

May 10–11, 2022 and May 16–17, 2022

NIA’s Thermal Insulation Inspector Certification (virtual)

Registration Deadline: April 27, 2022

June 8–9, 2022

NIA's Insulation Energy Appraisal Program (virtual)

Registration Deadline: April 27, 2022

November 2–3, 2022

NIA's Fall Summit 2022

MGM National Harbor, National Harbor, Maryland

March 15–17, 2023

NIA's 67th Annual Convention

Hyatt Regency Maui Resort & Spa, Maui, Hawaii

11. Complete Speaker Survey on App.
Committee members were reminded to rate the speaker on the app, add comments, and suggest future topics.
12. Adjourn

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